

Message Text

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PAGE 01 TOKYO 16202 080545Z
ACTION EA-12

INFO OCT-01 EB-08 ISO-00 TRSE-00 COME-00 /021 W
-----009841 090645Z /10
R 080541Z SEP 78
FM AMEMBASSY TOKYO
TO SECSTATE WASHDC 1041

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E.O. 11652: N/A
TAGS: BTRA, JA
SUBJECT: COMBINED INSURANCE VISIT

REF: STATE 225185

1. EMBASSY HAD USEFUL MEETING WITH SKILLING OF COMBINED INSURANCE SEPTEMBER 7. HE TOLD AMBASSADOR THAT HE AND WILLIAM D. ROGERS DID NOT FEEL NEED FOR AMBASSADOR'S INTERVENTION IN BEHALF OF THEIR APPLICATION AT THIS TIME.

2. SKILLING SUBSEQUENTLY FILLED EMBASSY OFFICERS IN ON PRESENT STATUS HIS DISCUSSIONS WITH MINISTRY OF FINANCE INSURANCE DEPARTMENT. COMPANY STILL FACES SOME PROBLEMS ESPECIALLY SINCE IT IS NOT CLEAR THAT JAPANESE LAW PERMITS LIFE INSURANCE AGENTS TO ISSUE POLICIES ON THE SPOT WHICH IS COMPANY'S DISTINCTIVE MODE OF OPERATION. SKILLING IS SEEKING LEGAL BRIEFS ON THIS SUBJECT FROM JAPANESE LAWYERS AND HOPES TO MAKE SUBMISSION TO MOF PRIOR TO EXPECTED EARLY OCTOBER VISIT HERE OF STONE AND SKILLING.

3. WE HAVE ATTEMPTED TO EXPLAIN JAPANESE PATTERNS OF DECISION MAKING TO COMBINED INSURANCE GROUP AND TO CONVEY ACCURATE DESCRIPTION OF POWER THAT RESIDES IN WORKING LEVEL BUREAUCRATS. IN THIS CONNECTION WE HAVE ATTEMPTED
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TO EXPLAIN THAT HIGH LEVEL INTERVENTION WITH JAPANESE OFFICIALS LIKE AMBASSADOR TOGO AND MINISTER USHIBA DOES NOT HAVE THE IMPACT THAT COMPARABLE LEVEL REPRESENTATIONS MIGHT HAVE IN U.S. WE HAVE MADE WORKING LEVEL INQUIRIES AT MOF SO THEY ARE AWARE OF EMBASSY INTEREST. WE BELIEVE CASE IS PROGRESSING AT LEAST AS FAST AS SHOULD BE EXPECTED AND THAT STEADY EXPRESSION OF COMBINED INSURANCE'S

INTEREST WILL RESULT IN SUCCESSFUL OUTCOME. THE COMPANY
IS CONSIDERING RETAINING A FULL-TIME LOCAL REPRESENTATIVE
WHO CAN BE USEFUL TO THEM FOR DAY-TO-DAY FOLLOW-UP WITH
APPROPRIATE LEVELS IN MOF. MANSFIELD

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Message Attributes

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